

OBJECTIONS PLANNING WORKSHEET

What objections do you struggle with the most?

Overcoming objections exercise

List objections here with possible questions to ask:

Objection: _____

Source (What's causing it, what does the customer perceive as risks?):

Type (What type of objection is it?):

Questions to ask about it:

1. _____

2. _____

3. _____

4. _____

If you would like a Microsoft Word doc of this page, email me, and I will send it to you.

ahsarp@salesconcepts.com